

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY KUWAIT

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E.O.: 11652: N/A
TAGS: EAD ETRN MU
SUBJ: OMAN PORT ADVISORS
REF: MUSCAT 74 (NOTAL)
KUWAIT PASS MUSCAT

1. ARRANGEMENT FOR SUPPLYING PORT ADVISORS TO OMAN
COMPLICATED. DETAILS OF ARRANGEMENT WILL BE REPORTED TO
MINISTER RAJAB BY OMANI AMBASSADOR TO US. SUGGEST,
THEREFORE, THAT EMBASSY REFER RAJAB TO AMBASSADOR'S
MESSAGE AND DRAW ON FOLLOWING ONLY IF NECESSARY.

2. BECAUSE PORT OF NEW ORLEANS PROHIBITED FROM BIDDING
ON CONTRACT, UNCTAD HAS AWARDED CONTRACT FOR PROVISION
ADVISORY MANAGEMENT SERVICES PORT QABUS TO MARINE BUCKLEY
INTERNATIONAL. THIS GROUP MADE UP OF FOLLOWING THREE
WASHINGTON-BASED CONSULTING FIRMS: JAMES C. BUCKLEY, INC.,
1250 CONNECTICUT AVENUE; INTERNATIONAL SERVICES CORPORA-
TION, 1776 K STREET, N.W., SUITE 605; AND MARINE CONSULTANTS
SUITE 416, 1120 CONNECTICUT AVENUE. GROUP IS UNDER
CONTRACT TO UNCTAD NOT TO OMANI GOVERNMENT. IT HAS
NOMINATED TO UNCTAD FOLLOWING TEAM FOR PORT QABUS: FRANK
VERWERDA, PORT GENERAL MANAGER; WALPOLE DAVIS, ADMINISTRA-
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TION AND FINANCE; FARUK TOROSLU, PORT OPERATIONS, AND

MR. EASTEP, MAINTENANCE. ALL HAVE HAD EXTENSIVE EXPERIENCE IN PORT MANAGEMENT BOTH IN THE US AND ABROAD. BUCKLEY COMPANY HAD MANAGEMENT CONTRACT FOR PORT OF ISTANBUL, AND

TOROSLU (TURK) HIGHLY REGARDED FOR WORK HE DID AS PORT ADVISOR IN GUINEA.

3. NEW ORLEANS ROLE - MARINE BUCKLEY INTERNATIONAL STILL WORKING OUT ARRANGEMENTS WITH PORT OF NEW ORLEANS, BUT IT IS CERTAIN THAT PORT OF NEW ORLEANS WILL BE INVOLVED IN TRAINING OMANIS IN US AS WELL AS OCCASIONAL VISITS TO OMAN. HOWEVER, BUCKLEY AND ASSOCIATES MAKE IT CRYSTAL CLEAR THAT THEY ARE THE ADVISORS TO UNCTAD AND AS SUCH HAVE PRIMARY RESPONSIBILITY FOR PROVIDING MANAGERIAL ASSISTANCE TO PORT QABUS. WE SEE NO WAY AROUND THIS GIVEN THE LEGAL CONSTRAINTS ON THE PORT OF NEW ORLEANS AND THE FACT THAT UNCTAD IS THE CONTRACTING AGENCY.

4. BUCKLEY AND ASSOCIATES SIGNED A 33 MONTH \$500,000 CONTRACT WITH UNCTAD MARCH 15. UNDER CONTRACT THEY MUST HAVE TEAM IN MUSCAT WITHIN 30 DAYS SIGNATURE. PRESENT PLANS CALL FOR BUCKLEY VP COL. C. T. NEWTON (WHO IN CHARGE OVERALL COORDINATION PROJECT) AND INTERNATIONAL SERVICES CORP PRESIDENT FRANK R. KESTERMAN, MARINE CONSULTANTS ATTORNEY DANIEL REISS, JR. VERWERDA AND DAVIS ARRIVE GENEVA APRIL 8. THEY WOULD THEN PROCEED TO MUSCAT WITH ERIC WILLIAMSON, CHIEF OF UNCTAD'S PORT DIVISION. WILLIAMSON WOULD INTRODUCE GROUP TO MINISTER RAJAB AND WORK OUT DISCUSSIONS OF RESPONSIBILITIES. THIS GROUP WOULD NOT INCLUDE REPRESENTATIVES OF PORT OF NEW ORLEANS, WHO WOULD VISIT AT LATER DATE.

5. COMMENT: ASSUME MINISTER WILL BE UNHAPPY ABOUT INITIAL ABSENCE PORT OF NEW ORLEANS PEOPLE, AND THEREFORE INFORMING HIM ABOUT ARRANGEMENTS BEST LEFT TO AMBASSADOR MACKI AND UNCTAD/BUCKLEY GROUP WHEN IT ARRIVES.

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